

**NYCEDC**

New York City Economic Development Corporation



The City of New York

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[www.edc.nyc](http://www.edc.nyc)

# INQUIRY ABOUT NYC TALENT DEVELOPMENT PROGRAMS

[Request for Information](#)

## OVERVIEW

Amazon, one of the world's leading internet retailers and technology companies based in Seattle, Washington, has released a request for proposals<sup>1</sup> ("RFP") to determine the location for its second corporate headquarters ("HQ2"). The City of New York (the "City") intends to submit a response ("Proposal") to Amazon's RFP in collaboration with the State of New York through the Empire State Development Corporation. To that end, New York City Economic Development Corporation ("NYCEDC"), on behalf of the City, is pleased to release this request for information ("RFI") to solicit information about talent development programs and research and development industry partnerships at educational institutions, which could be listed in the City's Proposal.

*Please note: There is a separate NYCEDC-published Request for Expressions of Interest (the "RFEI") currently open which focuses on real estate development opportunities to possibly be included in the City's proposal ([link here](#)). If your Response to this RFI has a real estate component, please respond to the RFEI with information about your proposed buildings sites.*

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## RESPONSE REQUIREMENTS

To illustrate the dynamism of New York City's academic and educational institutions, NYCEDC is seeking to solicit information from the City's community on the following:

(A) Talent development programs, particularly in the fields of engineering, data, accounting, law, and business, such as:

- On-the-job training
- Rapid or intensive training
- Executive training
- Enterprise training
- Efforts to recruit, equip and connect the City's diverse talent with jobs, such as:
  - Community-based programs that prepare people for post-secondary training and education training

(B) Research and development programs or partnerships between educational institutions and corporations, such as labs, accelerators, competitions or research centers.

Examples include research and development conducted at universities, professorships, mentorships, accelerators, competitions, or free access to tools such as cloud computing, business support and Amazon Web Services. However, other programs, such as the Amazon Catalyst fellowship in the University of Washington, are broad and target innovative solutions to complex challenges, regardless of topic.

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<sup>1</sup> A copy of the Amazon RFP can be found online at [https://images-na.ssl-images-amazon.com/images/G/01/Anything/test/images/usa/RFP\\_3\\_V516043504 .pdf](https://images-na.ssl-images-amazon.com/images/G/01/Anything/test/images/usa/RFP_3_V516043504.pdf)

For each (A) and (B), respondents are expected to focus on key Amazon growth areas and business development needs, including but not limited to AI (such as machine learning, big data), robotics, web services, logistics/supply chain, and general computer science.

Respondents are encouraged to provide the following information about each program:

1. Brief description of relevant programs, including length, years in operation, goals. Please note if Amazon is currently involved in these programs.
2. Recent outcomes of these programs.
3. Opportunities for Amazon to plug into existing programs.
4. Opportunities for customization.

Respondent's responses to this RFI ("Expressions of Interest") are due at 12:00PM on Friday, September 29, 2017 ("Submission Date").

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## RESPONSE SUBMISSION

Respondents may submit an electronic version of the response by following this url <https://filebox.nycedc.com/?ShareToken=4A81A474E9E1B4385C4D5D68505CE7F73401A55D>. The password to access the site is **nycedc**. Alternatively respondents may submit One (1) hardcopy or one (1) electronic version of the Response, on flash drive, by September 29, 2017 at 12:00PM. Any PDFs of the Response should be in Searchable PDF format.

Responses should be submitted in a sealed envelope identified by **"Talent and Innovation in New York City RFI."** On the envelope, Respondents should indicate the Borough(s) and neighborhood(s) their institutions are located within. Responses should be submitted by hand delivery, express mail, or courier services to NYCEDC at the following address:

New York City Economic Development Corporation  
110 William Street, 4<sup>th</sup> Floor Mailroom  
New York, New York 10038

NYCEDC may, in its sole discretion, invite a Respondent or Respondents to request additional information.

NYCEDC may seek additional information from Respondents to this RFI after receiving Responses. NYCEDC reserves its right to include a Respondent's information about initiatives based on this RFI without further process, and to include it in the City's Proposal.

All inquiries regarding this RFI should be directed to: [AMAZONTALENT@EDC.NYC](mailto:AMAZONTALENT@EDC.NYC). Questions will be accepted until 12:00PM on Tuesday, September 26, 2017. Answers, if any, will be posted on a rolling basis at <http://www.nycedc.com/rfp> up to 5:00PM on Wednesday, September 27, 2017.

NYCEDC reserves the right, in its sole discretion, to withdraw or modify this RFI and to reject any Response as being non-responsive or if it is in the best interest of the City or NYCEDC to do so (see **Appendix I** for Conditions, Terms and Limitations). NYCEDC also reserves the right, in its sole discretion, to select part of a Response or Respondent team to include in its Proposal.

Responses that are incomplete or not in conformance with the requirements of this RFI may be eliminated from further consideration.

### **RFI Addenda**

NYCEDC reserves the right to amend or withdraw this RFI at any time. In order to be considered, Responses must conform to any addenda that may be issued to this RFI. NYCEDC will advise all Respondents who have requested a copy of this RFI, by email, of any addenda, clarifications or revisions.

If, in NYCEDC's judgment, additional time is required for Respondents to prepare their Responses, NYCEDC reserves the right to grant an extension of the deadline for submission of the Response.

### **RFI Timeline**

• Release of RFI	September 21, 2017
• Question Submission Deadline	September 26, 2017 @ 12:00PM
• Answers Posted	September 27, 2017 @ 5:00PM
• Submission Date	September 29, 2017 @ 12:00PM

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## **APPENDIX I: CONDITIONS, TERMS AND LIMITATIONS**

In addition to those stated elsewhere, this RFI and all Responses submitted in connection with this RFI are subject to the conditions, terms and limitations stated below:

In connection with its review of the Responses submitted pursuant to this RFI, NYCEDC may require one or more Respondents to provide greater detail concerning one or more aspects of the Response. In addition, NYCEDC may schedule interviews with one or more Respondents for which interviews such Respondent(s) may be required to make its representatives available. Interviews shall be at the sole discretion of NYCEDC and may or may not be conducted and may or may not be scheduled for all Respondents. NYCEDC reserves the right to request from any Respondent such other information and materials as it may, in its sole discretion, deem necessary or desirable in addition to the information required under this RFI. The holding of any such discussions, conducting of such interviews and/or the making of such request for any such additional information or materials shall not constitute a commitment on NYCEDC's behalf to include Respondent's information in its Proposal in any form, or in any other way impose on NYCEDC any obligation to any Respondent. NYCEDC shall not have any legal obligation to any Respondent.

Recipients of this RFI shall make no news, statements to the press, or press release pertaining to this without prior written approval from NYCEDC. Upon submission of a Response to this RFI, Respondents, and their representatives and agents, shall treat their Responses and all information obtained from the City or NYCEDC in connection with this RFI that was not in the public domain prior to the time they obtained it from the City or NYCEDC as confidential information, and shall not discuss, publish, divulge, disclose or allow to be disclosed the confidential information to any other Respondent or any other person, firm or entity, including press or other media, without NYCEDC's prior written approval. Respondents shall refer all press and other inquiries concerning this RFI and the confidential information, without further comment, to Anthony Hogrebe, Senior Vice President, NYCEDC Public Affairs at (212) 312-3804.

All Responses submitted to NYCEDC in response to this RFI may be disclosed in accordance with the standards specified in the Freedom of Information Law, Article 6 of the Public Officers Law of the State of New York ("FOIL"). A Respondent may provide in writing, at the time of its submission, a detailed description of the specific information contained in its submission which it has determined is a trade secret and which, if disclosed, would substantially harm such entity's competitive position. This characterization shall not be determinative, but will be considered by NYCEDC when evaluating the applicability of any exemptions in response to a FOIL request.

Neither the City nor NYCEDC shall be liable for any cost incurred by the Respondent in the preparation of its Response or for any work or services performed by the Respondent prior to the execution and delivery of the contract. Neither the City nor NYCEDC is obligated to pay any costs, expenses, damages or losses incurred by any Respondent at any time unless NYCEDC or the City has expressly agreed to do so in writing.